

# MOVE UP THE COOPERATE LADDER WITH ONE OF SRI LANKA'S LARGEST CONGLOMERATE



LOLC Life Assurance Limited is backed by the trust, strength and expertise of the LOLC Group, Sri Lanka's largest non-banking financial conglomerate. A fast evolving Insurance Company that moves ahead with a quest to become the Best Service Provider in the category in Sri Lanka. We are on the lookout for dynamic, aspiring and result-oriented individuals to join us on this journey to success and be a part of our challenging and promising future.

## Head of Personal Lines - Life Sales & Distribution

This is an exciting opportunity for a self – motivated and dynamic individual to contribute to the overall growth and revenue of LOLC Life Assurance. He will be responsible for the development and achievement of the annual budgets as well as managing and motivating the Regional Sales and Agency Teams to boost performance and sales as well.

### The Profile

- Minimum of 10 to 15 years' experience in managing result – oriented sales teams at a senior level in a leading Life Insurance Company.
- Proven ability in performance management
- Sound experience in developing and driving budgetary plans
- Effective communication skills both in Sinhala & English and the ability to communicate in Tamil would be an added advantage.

## Zonal Manager – Metro / Gampaha / Kalutara

The position will be responsible to plan, direct and coordinate a team of Regional Sales Executives to maximize on opportunities for the growth of the business and to deliver a lasting value for our customers whilst developing the respective sales teams to meet the ever growing needs of the business.

### The Profile

- Minimum 10 years of experience in Sales / Marketing, of 5 years experience in directly leading Sales Teams.
- Personable, dynamic and result oriented individual.
- Excellent communication skills

## Manager – Quality Assurance

Strategize, implement and manage systems and processes on continuous improvement in underwriting, claims, sales function and business Intelligence. Act as the catalyst and change management agent of the current growth process while ensuring sustainability of the quality of business process is maintained with importance to compliance and regulatory aspects. The candidate must ensure that the quality of the services offered by the Company is monitored / reviewed

continuously across all segments Island wide to ensure that benchmarked standards are met and the management is appraised.

#### The Profile

- Recognized degree in Management or Professional Qualifications in Insurance/ Accountancy
- Minimum 04 years of managerial experience in technical / administration areas
- Industry Experience / Lean Management will be a definite advantage

### **Assistant Manager - Customer Service & Alternate Distribution**

Work along with the senior management to formulate policies and implement strategies to improve and enhance the service related aspects of the organization. Our ideal candidate will also be responsible for implementing and driving the Alternate Distribution Strategies/Initiatives. A demanding, customer-centric and multifaceted role requires excellent coordinating and communication skills with customers/business partners and all internal stakeholders.

#### The Profile

- Minimum 03 years' experience in a similar capacity at a reputed company with knowledge of insurance will be preferred and considered an advantage
- Experience in Alternate Distribution methods especially through e-Commerce
- Knowledge in modern CRM trends and experience in providing / handling customer services to a clientele spread across the country

### **Manager / Assistant Manager – Bancassurance & Partnerships**

The ideal candidate should be able to lead & manage a dynamic Bancassurance sales force nationally while developing & maintaining an excellent relationship with Banks, corporate customers & internal operational staff to achieve the set objectives of the Bancassurance channel.

#### The Profile

- Minimum of two years' experience at sales **management** in the Insurance Industry
- A Degree / Diploma in Sales / Marketing would be an added qualification.
- Strong leadership and interpersonal skills.
- High degree of computer literacy.
- Effective communication skills both in Sinhala & English and ability to communicate in Tamil would be an added advantage.
- Willingness to travel extensively.

**YOU MAY BE THE PERSON WE ARE SEARCHING FOR!**

Send us your CV within 7 days through [careers@lolclife.com](mailto:careers@lolclife.com) or by post to the The Recruitment Centre, 100/1, Sri Jayawardenapura Mawatha, Rajagiriya.

- Mark the position applied for, in the envelop if posted and in the subjected line if emailed.
- Canvassing in any form will be a disqualification

- LOLC is an equal opportunity employer -